

US EXECUTIVE APPROVAL FORM**CUSTOMER NAME: Nextel Communications ("Nextel")**

We are seeking re-approval for Q3, due to the fact that the customer needed numbers to start their internal Business Case for Q2. Only changes made were based on the comments from last quarter approvals and recalculation of back support numbers.

We are seeking approvals for 2 scenarios--

SECTION I - Approval Requests Option A:**HQAPP Request:**

1. As we have done for the previous OD's, allow for the following in the Agreement Name box of the OD: SLISA-290795-30-May-07. This Ordering Document incorporates by reference the terms of the Agreement specified above executed by McCaw International Limited with an effective date of May 30, 1997 (the "Agreement"). Nextel Communications, Inc, the successor in interest to McCaw International Limited, agrees that, although it was not an original party to the Agreement, it shall place orders under and shall be bound by the terms on conditions of the Agreement as if it were an original party to the Agreement.
2. Waive the reinstatement fees for unsupported licenses and instead charge only the existing back support run rate (versus the penalty or back support being considered at list). The fees to be waived based on Account Rep. Calculations total \$118,456 as calculated below. We are working with Support/OSSINFO in parallel and will join approvals at Nasinfo before going to HQAPP.
 - i. May 2000 purchase of 700 Comp. Indiv was not renewed (1005 days to 2/29/04):
 - a. Total Back Support = \$119,639
 - b. Reinstatement Fees = \$214,664
 - c. Fees to be waived = \$95,025
 - ii. May 2002 purchase of 700 Comp. Indiv. not renewed this past May (275 days):
 - a. Total Back Support = \$35,308
 - b. Reinstatement Fees = \$58,739
 - c. Fees to be waived = \$23,431

TIER 1 Requests:

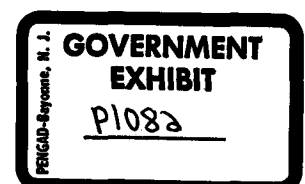
1. Request 2 year price hold at deal discount of 50% for additional users, minimum purchase of \$50,000.
2. Request 2 year cap on Tech Support at 0% for this order and for additional orders placed on price hold, however cap not extend beyond November 2005 (coterminus).

TIER 2/3 Requests:

1. Request 50% discount approval (ebusiness discount plus 25%).

Previously approved requests (include date of approval):

1. 35% previous approval for 700 Compensated Individuals 5/2002.
2. 35% previous approval for 1800 "Indirect Agents" 5/2003.



SECTION I - Approval Requests Option B:**HQAPP Request:**

3. License enterprise-wide for their current 15,200 employees as Compensated Individual (Standard Metric). Migrate first 3 out 4 previous purchases of this product by Nextel to one Metric and CSI:
 - i. 1550 Employee license from Aug 1999- Bundled purchase
 - ii. 700 Compensated Individual from May 2000 purchase
 - iii. 700 Compensated Individual from May 2002 purchase
 - iv. Not being Migrated - the 1800 Indirect Agents purchase from May 2003 because of external usage requirements.
4. Waive the reinstatement fees for unsupported licenses and instead charge only the existing back support run rate (versus the penalty or back support being considered at list). The fees to be waived based on Account Rep. Calculations total \$118,456 as calculated below. We are working with Support/OSSINFO in parallel and will join approvals at Nasinfo before going to HQAPP.
 - i. May 2000 purchase of 700 Comp. Indiv was not renewed (1005 days to 2/29/04):
 - a. Total Back Support = \$119,639
 - b. Reinstatement Fees = \$214,664
 - c. Fees to be waived = \$95,025
 - ii. May 2002 purchase of 700 Comp. Indiv. not renewed this past May (275 days):
 - a. Total Back Support= \$35,308
 - b. Reinstatement Fees = \$58,739
 - c. Fees to be waived = \$23,431
5. As we have done for the previous OD's, allow for the following in the Agreement Name box of the OD: SLSA-290795-30-May-07. This Ordering Document incorporates by reference the terms of the Agreement specified above executed by McCaw International Limited with an effective date of May 30, 1997 (the "Agreement"). Nextel Communications, Inc, the successor in interest to McCaw International Limited, agrees that, although it was not an original party to the Agreement, it shall place orders under and shall be bound by the terms on conditions of the Agreement as if it were an original party to the Agreement.

TIER 1 Requests:

1. Request 70% discount on Incentive Comp for all Nextel Employees (15,200) based on standard Compensated Individual Metric.
2. 2 year price hold at deal discount of 70% using these same terms.
3. Request 2 year price hold (1 year flat line - 0%) for this order and for additional orders placed on price hold, however cap not extend beyond November 2005.

TIER 2/3 Requests:**Previously approved requests (include date of approval):**

1. 35% previous approval for 700 Compensated Individuals 5/2002.
2. 35% previous approval for 1800 "Indirect Agents" 5/2003.
3. 59% previous approval for Employee based Core Tech 5/2003.

SECTION II – Deal Summary:

	Deal Summary Option A	Deal Summary Option B
Programs	Oracle Incentive Compensation	Oracle Incentive Compensation
License Discount	<u>50</u> % (ebiz + <u>25</u> %)	<u>70</u> % (ebiz + <u>35</u> %)
Support Discount	<u>50</u> % (ebiz + <u>25</u> %)	<u>70</u> % (ebiz + <u>35</u> %)
Support Options/Holds	3 years 0% increase	3 years 0% increase
Price Holds	3 years	3 years
List License	\$1,188,000	\$7,524,000
List Support	\$261,360	\$1,655,280
Net License	\$594,000	(After Migration) \$1,761,200 (plus back support and support rollin – TBD)
Net Support	\$130,680	(Net New Support) \$496,584 (plus back support and support rollin – TBD)
Net Total Price	\$724,680	\$2,151,864 (plus back support and support rollin – TBD)
Price List Used	9/29/2003	9/29/2003

Migrations	
Does deal include migration (y/n)	Y for Option B
Discount on migrated licenses	35%
Migration support – before	\$112,091
Migration support – after	\$112,091

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	0%
Date of Price List for price hold	8/1999 Expired
When does price hold expire?	8/2002 – Expired
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification:

Nextel Communications is the 5th largest wireless company in the U.S. with over 10 million subscribers who help generate approximately \$10B in annual revenue. Currently Nextel is undergoing a significant evaluation of its internal infrastructure as they catch up with the growth over the past few years and position for the future. As part of the evaluation, Nextel has recently decided to replace Oracle Financials with Peoplesoft Financials as they consolidate their Financial and HR platforms. This decision was a result of many factors, one of which was cost. A large part of the overall cost was that of migrating from 10.7 to 11i or the Ebusiness Suite, and the many different fees associated with such a migration. We are still in the process of rebuilding the relationship.

The calculations for Option A: 600 stores x 4 reps/store = 2400 Compensated Individuals
2400 x \$495 = \$1,188,000 List License @ 50% Discount = \$594,000

The calculations for Option B: 15,200 employees (as of 12/2002) x \$495 = \$7,524,000
@ 70% discount = \$2,257,200 less net fees paid of \$496,017 = \$1,761,183

In Option B of this request, Nextel is looking to move to more of an "Enterprise" model to stay in line with their Oracle Database agreement, as well as, this is the direction they want to move as a corporation. Over the past 3 years, Nextel has spent over \$1M with Oracle for this product alone. They have also participated in usability workshops for this product, and have agreed to sit on our Customer Advisory Board. This is a highly competitive account with pressures from PeopleSoft, IBM, and internally developed solutions. This deal will allow us to get a bigger footprint for this Application and keep Oracle Incentive Compensation as their standard.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Tim Poolman, ASM 913-663-9817,*
Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP: